

Message Text

UNCLASSIFIED

PAGE 01 VIENTI 05186 251727Z

66

ACTION EB-11

INFO OCT-01 EA-11 ADP-00 COME-00 SS-15 AID-20 USIA-15

OPIC-12 RSR-01 RSC-01 /087 W
----- 051965

R 251228Z JUL 73

FM AMEMBASSY VIENTIANE

TO SECSTATE WASHDC 5068

UNCLAS VIENTIANE 5186

E.O. 11652: N/A

TAGS: BEXP, LA

SUBJECT: STATE/COMMERCE COOPERATION ON COMMERICAL PROGRAM

REF: STATE 141993

1. WE APPRECIATE OPPORTUNITY TO MAKE SUGGESTIONS ON PROBLEM AREAS TO BE PLACED ON AGENDA FOR QUARTERLY STATE/COMMERCE MEETING. OF PRIMARY IMPORTANCE IS RECOGNITION BY ALL AGENCIES OF THE NEED TO DEVELOP AND MAINTAIN A COORDINATED MISSION-WIDE APPROACH TO PROMOTING AMERICAN BUSINESS IN EACH COUNTRY. IN LAOS, FOR EXAMPLE, THE USAID DIRECTOR, WHO IS ALSO COUNSELOR FOR ECONOMIC AFFAIRS, KEEPS CLOSELY INFORMED AND ACTIVE IN REGARD TO INDUSTRIAL, FINANCIAL AND COMMERCIAL OPERATIONS IN THE COUNTRY AND IS FREQUENTLY CONSULTED BY VISITING AS WELL AS LOCAL AMERICAN BUSINESSMEN. THE EMBASSY'S COMMERICAL OFFICER HAS EFFECTIVELY ORGANIZED THE RESOURCES OF THE COMMERCIAL SECTION TO PROVIDE INCREASED SERVICES TO U.S. BUSINESSMEN IN ANTICIPATION OF EXPANDING U.S. BUSINESS OPPORTUNITIES IN LAOS DURING THE POST-WAR RECONSTRUCTION PERIOD. THE USAID MISSION ITSELF DEVOTES CONSIDERABLE PERSONNEL AND FACILITIES TO THE COMMERCIAL EFFORT, AIDING U.S. BUSINESSMEN THROUGH PROVIDING REGULAR AND SPECIAL ECONOMIC REPORTS INCLUDING PRICE DATA, TRADE STATISTICS, TAX INFORMATION AND INFORMATION ON LOCAL INVESTMENT REGULATIONS AND PRACTICES, PARTICIPATING IN THE FORMATIVE STAGES OF RLG COMMERCIAL REGULATIONS SUCH AS THE INVESTMENT CODE, ASSEMBLING INFORMATION ON INVESTMENT OPPORTUNITIES IN LAOS, AND ASSISTING U.S.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 VIENTI 05186 251727Z

FIRMS BIDDING ON REGIONAL DEVELOPMENT PROJECTS. USIS REG-

ULARLY DISTRIBUTES INFORMATION ON U.S. AND INTERNATIONAL ECONOMIC AND COMMERCIAL EVENTS TO KEY RLG OFFICIALS, BUSINESSMEN, AND LOCAL NEWS MEDIA, INCLUDING THE NEW USIS PUBLICATION "ECONOMIC IMPACT", AND PROMOTES TOURISM TO THE UNITED STATES THROUGH EXHIBITS AT THE ANNUAL THAT LUANG FAIG. A LOCAL COMMERCIAL NEWSLETTER, TO BE PRODUCED THROUGH THE COMBINED EFFORTS OF EMBASSY, USAID AND USIS PERSONNEL, WILL BE READY FOR PUBLICATION SOON.

2. OTHER POINTS WORTHY OF CONSIDERATION AT THE QUARTERLY MEETINGS INCLUDE:

A) RAPID RE-EXTENSION OF FULL OPIC COVERAGE TO THE INDO-CHINA STATES.

B) REDUCTION OF EXCESSIVE LAND FREIGHT RATES TO LAND-LOCKED COUNTRIES. U.S. BUSINESS OPPORTUNITIES IN LAOS, FOR EXAMPLE, COULD BE INCREASED IF THE EXCESSIVE CHARGES FOR TRANSPORTING GOODS THROUGH THAILAND VIA THE ETO MONOPOLY WERE LOWERED.

C) INCREASED VISITS ABROAD BY U.S. BUSINESSMEN. PERSONAL CONTACT IS FAR MORE IMPORTANT THAN CORRESPONDENCE IN SELLING PRODUCTS IN ASIA, AND ALTHOUGH THE LAO MARKET IS SMALL THE U.S. SHARE OF IT COULD BE SIGNIFICANTLY INCREASED BY THE PERSONAL VISITS OF U.S. SALES REPRESENTATIVES. AMERICAN BUSINESSMEN MIGHT ALSO WISH TO TAKE A MORE ACTIVE PART IN THE ANNUAL THAT LUANG FAIR IN NOVEMBER BY EXHIBITING THEIR PRODUCTS THERE.

D) ENCOURAGING PRODUCT DESIGN CHANGES TO FIT EXPORT MARKETS, SUCH AS MORE DIESEL-POWERED VEHICLES, ELECTRICAL APPLIANCES FOR 220 VOLT - 50 CYCLE SYSTEMS, MACHINERY CAPABLE OF BEING REPAIRED IN SIMPLE WORKSHOPS, ETC.

E) NEGOTIATION OF CHANGES IN CUSTOMS TARIFF SCHEDULES TO ELIMINATE INDIRECT DISCRIMINATION AGAINST U.S. PRODUCTS. THE BRUSSELS CONVENTION SCHEDULE USED IN LAOS, FOR EXAMPLE, TAXES AUTOMOBILES BY ENGINE SIZE RATHER THAN BY OVERALL VALUE, SO THAT DUTIES ON SIX-CYLINDER FORD AND CHEVROLET SEDANS ARE MORE THAN TWICE AS HIGH AS THOSE CHARGED ON MERCEDES-BENZ SEDANS.

F) ENCOURAGING AMERICAN EXPORTERS TO LIBERALIZE CREDIT TERMS TO FOREIGN BUYERS, PARTICULARLY IN DEVELOPING NATIONS, IN ORDER TO MEET JAPANESE AND EUROPEAN

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 VIENTI 05186 251727Z

COMPETITION.
DEAN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUL 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973VIENTI05186
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: VIENTIANE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730711/aaaaahle.tel
Line Count: 109
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 73 STATE 141993
Review Action: RELEASED, APPROVED
Review Authority: thigpegh
Review Comment: n/a
Review Content Flags:
Review Date: 19 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19-Dec-2001 by phillir0>; APPROVED <05-Feb-2002 by thigpegh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: STATE/COMMERCE COOPERATION ON COMMERICAL PROGRAM
TAGS: BEXP, LA
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005